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ORIGINAL

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MAY 24 2002



May 24, 2002

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Via Hand Delivery

Marlene H. Dortch, Secretary  
Federal Communications Commission  
The Portals  
445 - 12th Street, SW  
Washington, D.C. 20554

Re: Notice of Ex Parte Presentation by Broadview Networks  
CC Docket Nos. 01 – 338, 96-98 and 98-147

Dear Ms. Dortch:

Pursuant to Sections 1.1206(b)(1) and (2) of the Commission's Rules we hereby submit, on behalf of Broadview Networks ("Broadview"), in the above-captioned docketed proceedings, this notice of an oral ex parte presentation made on May 23, 2002 to Rob Tanner, Christine Newcomb, Jon Reel, Jeremy Miller, Julie Veach, Shanti Gupta, Daniel Shiman, Henry Thaggert and Ian Dillner of The Wireline Competition Bureau. The presentation was made by myself, Rebecca Sommi, Vice President – Operations Support of Broadview Networks, Michael Hou, Vice President – Business Development of Broadview Networks and Lisa Korner Butler, Vice President – Regulatory of Broadview Net Plus. A set of talking points was distributed during the meeting; a copy is attached to this notice.

Pursuant to Sections 1.1206(b)(1) and (2) of the Commission's Rules, we submit an original and one (1) copy of this oral ex parte notification and attached talking points for inclusion in the public record of the above-referenced proceedings. Please direct any questions regarding this matter to the undersigned.

Respectfully submitted,

Heather Burnett Gold  
Principal  
The KDW Group LLC

Encl:

cc: Rob Tanner  
Christine Newcomb  
Jon Reel  
Jeremy Miller  
Henry Thaggert  
Daniel Shiman  
Ian Dillner  
Shanti Gupta  
Julie Veach



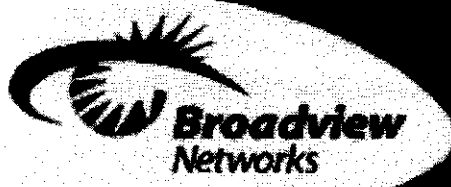
## Bringing Competitive Choice to Residential and Business Customers

FCC Ex Parte

CC Docket Nos. 01-373, 95-98 and 98-147

May 23, 2002

Joe Sommi, VP - Operations Support (Broadview Networks)  
Korner Butler, VP - Regulatory (Broadview Networks)  
Hou, VP - Business Development (Broadview Networks)



Geographic focus: Verizon markets

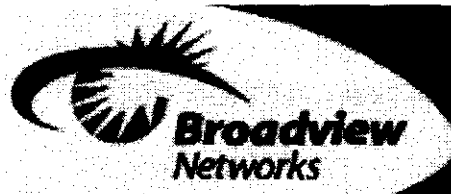
Customer focus: Residential & Small/Medium Businesses

Products and services: Bundles of voice and data

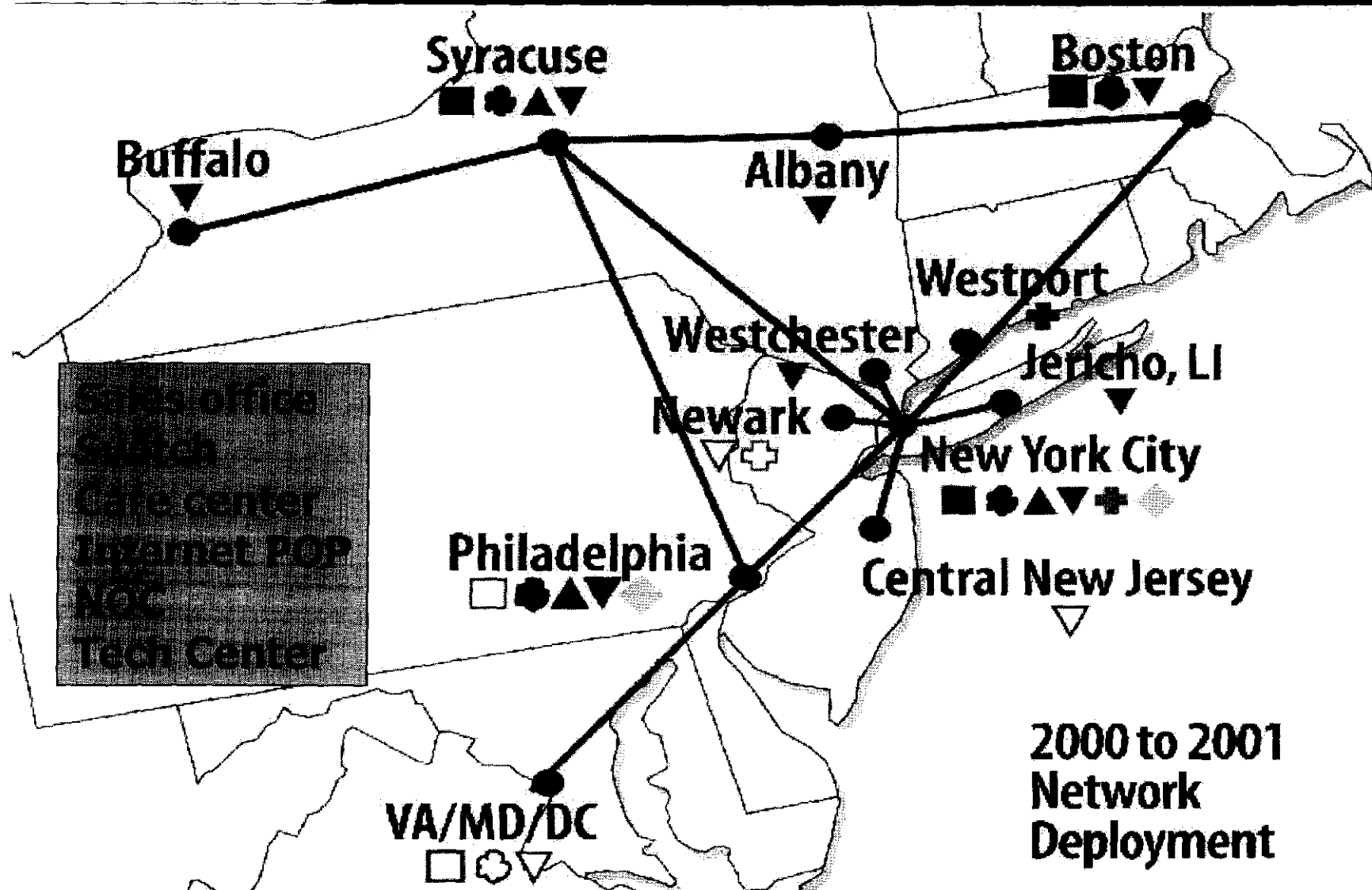
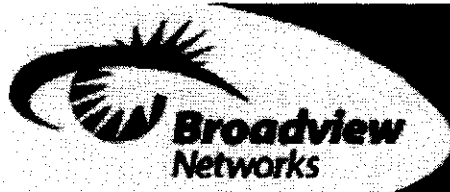
Financial: Fully Funded Business Plan

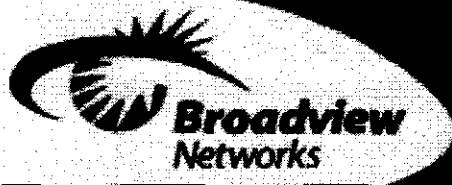
<b>Operational statistics (12/31/01)</b>			
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Lines:	140,600	Active Colos:	121
Markets:	9	Employees:	661

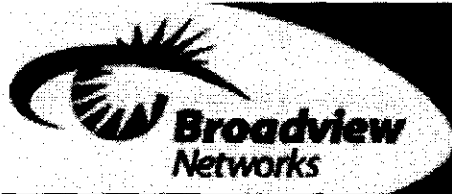


- Company founded in 1996 and has grown exponentially since then
- First electronically-integrated communications provider
- Proven management team
- Scalable into new products and geographies





- Broadview understands that customers and revenues must precede facilities investment if long term growth is to be sustainable.
- In order to win customers from the ILEC, Broadview must:
  - Supply feature-rich bundles of services for both voice and data
  - Provision customers in a timely and predictable fashion
  - Minimize service interruption
- **Broadview has successfully built a model that utilizes UNE-P as a market entry strategy and then migrates customers to its own facilities using UNE-L**



- Broadview concentrates first by acquiring customers in a specific geography via UNE-P. UNE-P has permitted Broadview Networks to function as a true competitor to the ILEC in terms of:
  - Variety of product offerings
  - Speed of provisioning and service availability
  - Ubiquitous footprint
- Once customer densities have been achieved, Broadview leases interoffice transport and places equipment in ILEC central offices.
- Broadview's UNE-L "hot-cut" process enables the efficient migration of customers to Broadview's network.

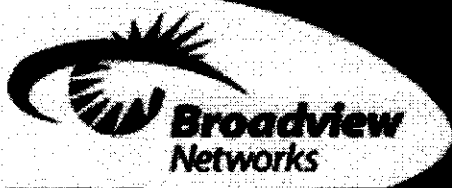
**Smart<sup>3</sup>**

- SmarterAcquire..UNE-P
- SmarterBuild..Collocation/UNE-L
- SmarterCare

**OPENnet**

- Fully-integrated system software
- Eliminates manual processes and multiple data entry
- Single database
- Scalable
- Fully operational *today*





### **Operationally**

- Zero backlog
- Zero time to market
- Success-based capital expenditures
- Wholesale capability

### **Financially**

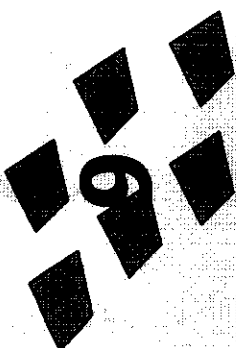
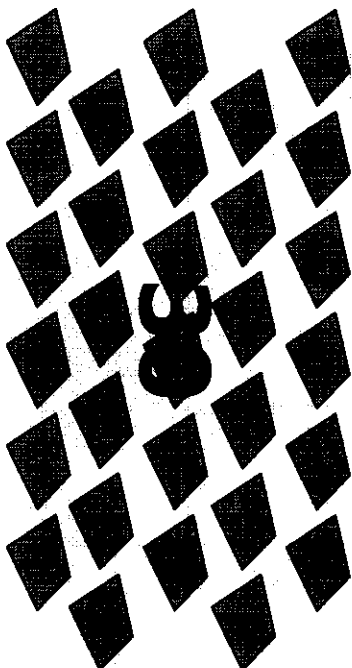
- Faster revenue
- Scalability
- Lower capital risk
- Higher capital efficiency



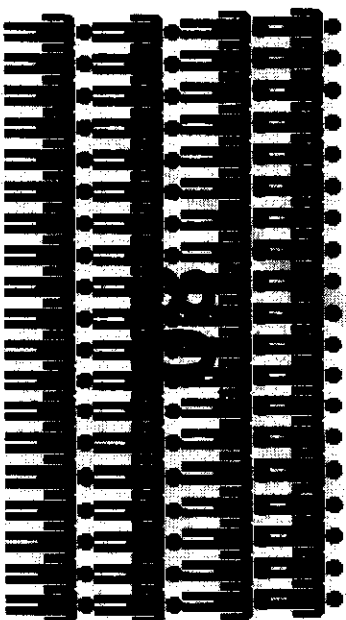
**Broadview Networks**

**Typical CLEC**

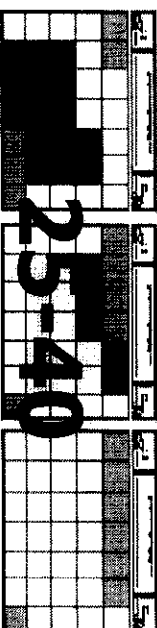
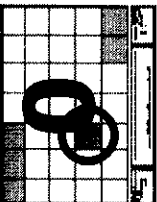
**Volume**  
Orders per hour

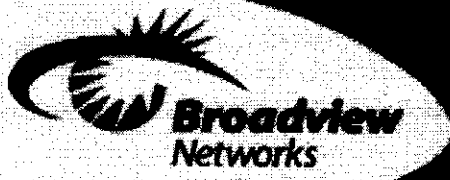


**Efficiency**  
Order processors for  
5,000 orders per  
week

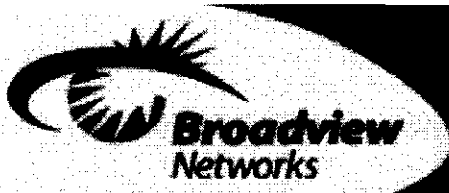


**Speed**  
Backlog in days





- IOF is only ubiquitously available from the ILEC.
- Alternative sources for IOF are not economically viable for the Residential/Small Business marketplace.
- Collocations are cost efficient when there are concentrations of customers.



## Broadview Networks

## Typical CLEC

**Efficiency**

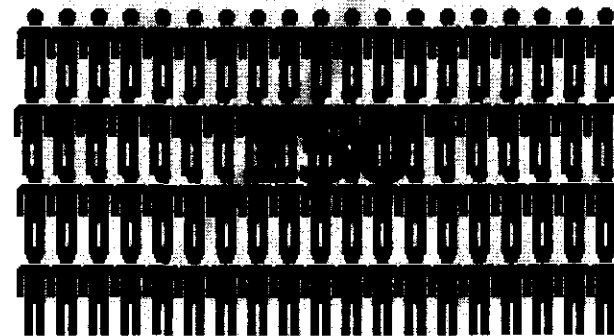
**One touch**

**Automated processes**



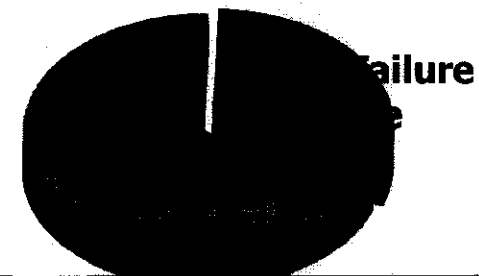
**Volume**

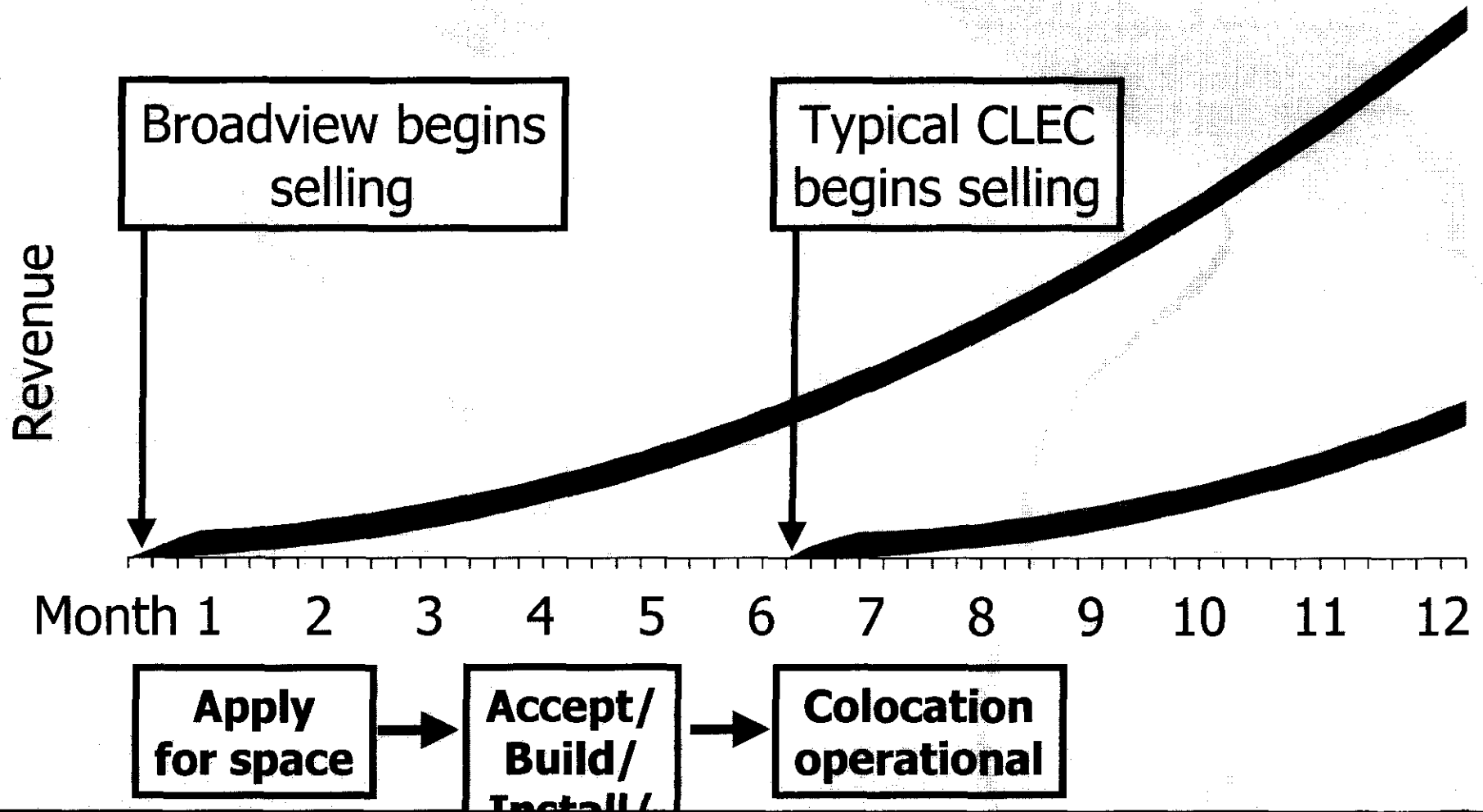
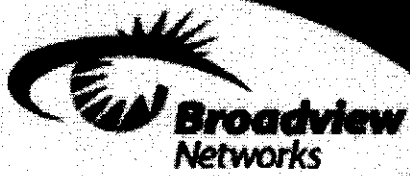
**Coordinators  
needed for 5,000  
orders per week**

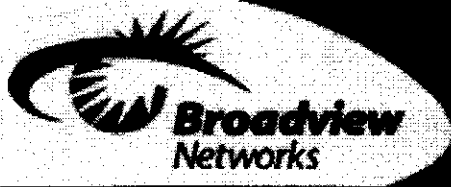


**Quality**

**"Hot cuts"  
without error**







- All modes of entry must be recognized as viable (TSR, UNE-P, UNE-L, Facilities-based)
- Facilities-based competition can only be created and sustained when funded by the acquisition of customers and generating revenues first
- Interoffice transport must remain available as an Unbundled Element.
- **Broadview Networks has created a workable model using UNE-P as an entry mechanism...The FCC must let that model work**